

— NATIONAL —  
**GOLF & MARINA™**  
PROPERTIES GROUP

**PRELIMINARY BUSINESS & FINANCIAL QUESTIONNAIRE**

Course Name: \_\_\_\_\_

Course Address: \_\_\_\_\_

Owner Name(s): \_\_\_\_\_

Forms of  
Ownership: \_\_\_\_\_

(Ex. C Corporation, LLC, Partnership, Proprietorship)

Website address: \_\_\_\_\_

Does this company hold all assets, including land? If not, describe ownership structure – all companies, individuals and relationships:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Management Company: \_\_\_\_\_

Include: A) Who has decision making authority: \_\_\_\_\_

B) Who makes personnel & other expense decisions: \_\_\_\_\_

C) Who makes equipment decisions: \_\_\_\_\_

Revenues/Expenses (please attach income/expense statement, preferably two years)

Are Audited statements available?    Yes                      No                                      If yes, what years? \_\_\_\_\_

Debt Secured: (RE) Long Term:    \$ \_\_\_\_\_                      Short Term:    \$ \_\_\_\_\_

Secured: Equipment Long Term:    \$ \_\_\_\_\_                      Short Term:    \$ \_\_\_\_\_

Unsecured: Long Term:                      \$ \_\_\_\_\_                      Short Term:    \$ \_\_\_\_\_

Annual Capital Expenditures: \_\_\_\_\_

Is property subject to land lease, right of refusal or option to purchase?    Yes                      No

If Yes, please explain: \_\_\_\_\_

Are there any unusual title restrictions or covenants?                      Yes                      No

If Yes, please explain: \_\_\_\_\_

Are there any Environmental concerns of problems? \_\_\_\_\_

Date of Environmental Phase I report: \_\_\_\_\_

Has a Phase II Environmental ever been done? \_\_\_\_\_

Date and type of last survey: \_\_\_\_\_

ALTR survey: \_\_\_\_\_

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## GOLF COURSE INFORMATION

**Rounds played per year (18-hole) equivalent:**

2015 \_\_\_\_\_  
2016 \_\_\_\_\_  
2017 to date \_\_\_\_\_

**Green Fees/Player:**

**In Season:**      Weekday \_\_\_\_\_      Weekend \_\_\_\_\_  
**Off Season:**      Weekday \_\_\_\_\_      Weekend \_\_\_\_\_

**Memberships:**

*What are the monthly dues associated with Membership?*

	<b>2015</b>	<b>2016</b>
Family:	\$ _____	\$ _____
Corporate:	\$ _____	\$ _____
Single:	\$ _____	\$ _____
Junior:	\$ _____	\$ _____

*What is the initiation fee?*

	<b>2015</b>	<b>2016</b>
Family:	\$ _____	\$ _____
Corporate:	\$ _____	\$ _____
Single:	\$ _____	\$ _____
Junior:	\$ _____	\$ _____

How many memberships are possible? \_\_\_\_\_

How many are sold today? \_\_\_\_\_

What is the turnover? \_\_\_\_\_

Are there assessments?      Yes      No

If yes, describe timing, amount and purpose of last two (2) assessments? \_\_\_\_\_

Are there minimums?      Yes      No

If yes, please explain \_\_\_\_\_

Course Architect: \_\_\_\_\_      Type: \_\_\_\_\_ *(Public, Private, Semi-private)*

Year Built: \_\_\_\_\_

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**GOLF COURSE INFORMATION**

Closest Metropolitan Area? \_\_\_\_\_

Yardage from Championship Tees? \_\_\_\_\_

Slope: \_\_\_\_\_ Rating: \_\_\_\_\_ Rating: \_\_\_\_\_

Sets of Tees? \_\_\_\_\_

Total Acreage of property? \_\_\_\_\_

Is course part of a Development?    Yes                  No

If yes, what is level of quality and completion of Development? \_\_\_\_\_

What are expansion possibilities for course? \_\_\_\_\_

Zoning: \_\_\_\_\_

Topography and Drainage: \_\_\_\_\_

Utilities: \_\_\_\_\_

Parking Spaces: \_\_\_\_\_

2013 Property Taxes: \_\_\_\_\_

**Cart Storage Facility:**

Sq. Footage: \_\_\_\_\_ Type: \_\_\_\_\_

*(under clubhouse, separate, open w/ roof, open)*

Date Built: \_\_\_\_\_ Cart Capacity: \_\_\_\_\_

Manufacturer of Fleet? \_\_\_\_\_

Are carts leased or owned?	Leased	Owned	Number of carts? _____
Electric or Gas?	Electric	Gas	Age of Fleet? _____

Cart Fee: \_\_\_\_\_

Cart Paths?    Yes                  No                          Material? \_\_\_\_\_

*(Asphalt, Concrete, Other)*

Width? \_\_\_\_\_

Date Completed? \_\_\_\_\_

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**Practice Facilities:**

Range	Yes	No
Lighted Range	Yes	No
Putting Green	Yes	No
Range Tee Capacity	_____	
Range Tee Surface	_____	

Tee to Green?                      Yes                      No

If not, please explain \_\_\_\_\_

**Turf Type:**

Greens \_\_\_\_\_  
 Varieties \_\_\_\_\_  
 Tee \_\_\_\_\_  
 Varieties \_\_\_\_\_  
 Fairway \_\_\_\_\_  
 Varieties \_\_\_\_\_  
 Rough \_\_\_\_\_  
 Varieties \_\_\_\_\_  
 Varieties \_\_\_\_\_

Water Source \_\_\_\_\_

Capacity per month or year \_\_\_\_\_

If purchased, average cost past 3-years \_\_\_\_\_

Water contracts or permits; if not perpetual source?      Yes                      No

If yes, please explain \_\_\_\_\_

Storm water drainage systems?                                      Yes                      No

List number of:      Lakes \_\_\_\_\_      Creeks \_\_\_\_\_      Rivers \_\_\_\_\_

Is any portion of the golf course in a floor plain?              Yes                      No

**Irrigation System:**

Automatic \_\_\_\_\_      Manual \_\_\_\_\_      None \_\_\_\_\_  
 Valve in Head \_\_\_\_\_      Block Valve \_\_\_\_\_      Quick Coupler \_\_\_\_\_

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**Manufacturer & Model of Equipment:**

Type of Heads \_\_\_\_\_  
Number of Heads \_\_\_\_\_  
Satellites \_\_\_\_\_  
Central \_\_\_\_\_  
Describe age, capacity, manufacture and condition of pumps \_\_\_\_\_

**Market Information:**

What would you consider your market and why? \_\_\_\_\_

Number of courses in market with comparable rates \_\_\_\_\_  
Public \_\_\_\_\_  
Private \_\_\_\_\_  
Semi-Private \_\_\_\_\_

**Clubhouse and Facilities:**

**Clubhouse:** Permanent \_\_\_\_\_ Temporary \_\_\_\_\_  
Yr. Built \_\_\_\_\_ Sq. Footage \_\_\_\_\_ # of Stories \_\_\_\_\_  
Exterior Walls \_\_\_\_\_ Floor Coverings \_\_\_\_\_  
Dining Capacity \_\_\_\_\_ Banquet Capacity \_\_\_\_\_

**Pro Shop:**

Included in clubhouse \_\_\_\_\_ Separate \_\_\_\_\_ Sq. Footage \_\_\_\_\_

**Maintenance Building:** Permanent \_\_\_\_\_ Temporary \_\_\_\_\_  
Sq. Footage: \_\_\_\_\_ Type: \_\_\_\_\_  
*(wood, brick, steel, etc.)*

Yr. Built: \_\_\_\_\_

List any other building and use? \_\_\_\_\_

Number of on-course restrooms: \_\_\_\_\_

Swimming pool? Yes \_\_\_\_\_ No \_\_\_\_\_

Number of tennis courts: \_\_\_\_\_

Caretaker residence? Yes \_\_\_\_\_ No \_\_\_\_\_ Sq. Footage \_\_\_\_\_

Tifdwarf Nursery? Yes \_\_\_\_\_ No \_\_\_\_\_

Well House? Yes \_\_\_\_\_ No \_\_\_\_\_

**PLEASE SUBMIT TO:**

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